

Message Text

PAGE 01 STATE 257522
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INFO OCT-01 ARA-14 ISO-00 SSO-00 SIG-02 MMO-04 COME-00
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DRAFTED BY EB/OCA/CM/JJREILLY
APPROVED BY EB/OCA/CM/SPHARRIS
ARA/ECP/WILLIAM SKOK
OM/BIC/OIM/JMORSE (SUBSTANCE)
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FM SECSTATE WASHDC
TO AMEMBASSY ASUNCION IMMEDIATE
AMEMBASSY BOGOTA IMMEDIATE
AMEMBASSY BRASILIA IMMEDIATE
AMEMBASSY BRIDGETOWN IMMEDIATE
AMEMBASSY BUENOS AIRES IMMEDIATE
AMEMBASSY CARACAS IMMEDIATE
AMEMBASSY GEORGETOWN IMMEDIATE
AMCONSUL GUADALAJARA IMMEDIATE
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AMCONSUL GUAYAQUIL IMMEDIATE
AMEMBASSY KINGSTON IMMEDIATE
AMEMBASSY LA PAZ IMMEDIATE
AMEMBASSY LIMA IMMEDIATE
AMEMBASSY MANAGUA IMMEDIATE
AMEMBASSY MEXICO IMMEDIATE
AMCONSUL MONTERREY IMMEDIATE
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AMEMBASSY NASSAU IMMEDIATE
AMEMBASSY PANAMA IMMEDIATE
AMEMBASSY PARAMARIBO IMMEDIATE
AMEMBASSY PORT AU PRINCE IMMEDIATE
AMEMBASSY PORT OF SPAIN IMMEDIATE
AMCONSUL PORTO ALEGRE IMMEDIATE
AMEMBASSY QUITO IMMEDIATE
AMCONSUL RIO DE JANEIRO IMMEDIATE
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AMEMBASSY SAN JOSE IMMEDIATE
AMEMBASSY SAN SALVADOR IMMEDIATE
AMEMBASSY SANTIAGO IMMEDIATE
AMEMBASSY SANTO DOMINGO IMMEDIATE
AMCONSUL SAO PAULO IMMEDIATE
AMEMBASSY TEGUCIGALPA IMMEDIATE

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BRASILIA PASS BELO HORIZONTE IMMEDIATE

E.O. 11652: N.A.

TAGS: BEXP

SUBJECT: LATIN AMERICA COMMERCIAL OFFICERS CONFERENCE: (1)
REVISED AGENDA; (2) RAPPORTEUR ASSIGNMENTS AND RESPONSIBILITIES

REF: (A) STATE 237252 (B) STATE 209371

1. FOLLOWING IS A REVISED AGENDA FOR THE LATIN AMERICA COMMERCIAL OFFICERS CONFERENCE TO BE HELD IN THE U.S. TRADE CENTER IN SAO PAULO NOVEMBER 1-5, 1977. PLEASE NOTE THAT THE AGENDA INCLUDES RAPPORTEUR ASSIGNMENTS FOR THE MAJORITY OF THE E/C OFFICERS WHO WILL BE ATTENDING THE CONFERENCE. PARAGRAPH NO. 2 OF THE MESSAGE DESCRIBES THE RESPONSIBILITIES OF RAPPORTEURS.

AGENDA

TUESDAY, NOVEMBER 1, 1977

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1830-2000 ICEBREAKER RECEPTION AT U.S. TRADE CENTER HOSTED BY AMBASSADOR CRIMMINS

WEDNESDAY, NOVEMBER 2, 1977

CO-CHAIRMAN, RICHARD GARNITZ, DIRECTOR, OFFICE OF INTERNATIONAL MARKETING, BUREAU OF INTERNATIONAL COMMERCE, U.S. DEPARTMENT OF COMMERCE

0830-0845 CO-CHAIRMAN CALLS CONFERENCE TO ORDER
-INTRODUCTION OF WASHINGTON DELEGATES
-ADMINISTRATIVE ANNOUNCEMENTS

0845-0900 WELCOMING REMARKS BY AMBASSADOR CRIMMINS

0900-0930 EXPORT-IMPORT BANK PROGRAMS
JOHN L. MOORE, JR., CHAIRMAN, EXPORT-IMPORT BANK OF THE U.S.
-RAPPORTEUR: PETER V. LONDONO

0930-0945 QUESTIONS AND ANSWERS

0945-1015 THE NEW INDUSTRY AND TRADE ADMINISTRATION AND NEW BUREAU OF EXPORT DEVELOPMENT OF THE U.S. DEPARTMENT OF COMMERCE - RICHARD GARNITZ
-RAPPORTEUR: EDGAR ROJAS

1015-1030 QUESTIONS AND ANSWERS

1030-1100 BREAK/GROUP PHOTOGRAPH

1100-1130 U.S. ECONOMIC POLICY TOWARD LATIN AMERICA
STEPHEN H. ROGERS, DIRECTOR, OFFICE OF REGIONAL ECONOMIC
POLICY, BUREAU OF INTER-AMERICAN AFFAIRS, U.S. DEPARTMENT
OF STATE
-RAPPORTEUR: BONNIE M. LINCOLN

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1130-1145 QUESTIONS AND ANSWERS

1145-1215 THE ROLE OF THE BUREAU OF ECONOMIC AND BUSINESS
AFFAIRS IN EXPORT EXPANSION
ALBERT L. ZUCCA, DIRECTOR, OFFICE OF COMMERCIAL AFFAIRS
BUREAU OF ECONOMIC AND BUSINESS AFFAIRS, U.S. DEPARTMENT
OF STATE
-RAPPORTEUR: ROBERT H. BATEMAN

1215-1230 QUESTIONS AND ANSWERS

1230-1430 LUNCH

1430-1515 COMMERCE, STATE AND THE BUSINESS COMMUNITY:
EXPORT PROMOTION - RICHARD GARNITZ
-RAPPORTEUR: ROBERT S. PASTORINO

1515-1530 QUESTIONS AND ANSWERS

1530-1600 THE WASHINGTON TRADE POLICY ROUNDUP
WILLIAM B. POUNDS, ASSISTANT TO THE DIRECTOR, BUREAU OF
INTERNATIONAL ECONOMIC POLICY AND RESEARCH, U.S. DEPARTMENT
OF COMMERCE
-RAPPORTEUR: ANGELO M. FIGUEROA

1600-1615 QUESTIONS AND ANSWERS

1615-1630 BREAK

1630-1650 DEPENDENCE OF FCIA UPON COMMERCIAL OFFICERS
WILLIAM L. WIGHT, JR., MANAGER, FCIA WASHINGTON OFFICE
-RAPPORTEUR: CHARLES W. BASS

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1650-1700 QUESTIONS AND ANSWERS

1700-1730 TOUR OF THE U.S. TRADE CENTER
MARTIN G. HEFLIN, DIRECTOR, U.S. TRADE CENTER, SAO PAULO

THURSDAY, NOVEMBER 3, 1977

CO-CHAIRMAN, ALBERT L. ZUCCA

0825-0830 CO-CHAIRMAN CALLS CONFERENCE TO ORDER
-ADMINISTRATIVE ANNOUNCEMENTS

0830-0900 U.S. TRADE WITH LATIN AMERICA: PROSPECTS AND
EXPORT PROMOTION PLANS - RICHARD GARNITZ AND MERRITT
E. FREEMAN, ACTING DIRECTOR, OFFICE OF EXPORT DEVELOPMENT,
BUREAU OF INTERNATIONAL COMMERCE, U.S. DEPARTMENT OF
COMMERCE
-RAPPORTEUR: JOHN BASH

0900-0930 QUESTIONS AND ANSWERS

0930-1045 REVIEW OF THE PROGRAMS OF THE OFFICE OF EXPORT
DEVELOPMENT - MERRITT E. FREEMAN
-RAPPORTEUR: EDWARD B. O'DONNELL

1045-1100 BREAK

1100-1230 WORKSHOPS ON PROGRAMS OF THE OFFICE OF EXPORT
DEVELOPMENT

WORKSHOP A ON INFORMATION PROGRAMS: DISCUSSION LEADER,
DAVID C. LACEY, JR.

1. WORLD TRADERS DATA REPORTS
 2. FOREIGN TRADERS INDEX
 3. AGENT/DISTRIBUTOR SERVICE
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4. TRADE INQUIRIES AND DISPUTES
 5. EXPORTER/AGENT INFORMATION SYSTEM
- RAPPORTEUR: RALPH R. JOHNSON

WORKSHOP B ON SELLING U.S. PRODUCTS AND SERVICES: DISCUSSION
LEADER JOHN D. PERKINS

1. MAJOR PROJECTS
 2. MAJOR PRODUCTS/INVESTMENT OPPORTUNITIES
 3. TRADE OPPORTUNITIES PROGRAM
 4. FOREIGN BUYERS PROGRAM
- RAPPORTEUR: PATRICIA A. HAIGH

1230-1400 LUNCH

1400-1530 REPORTS OF THE WORKSHOPS AND FULL GROUP DIS-
CUSSION
-RAPPORTEUR: THOMAS H. CASWELL III

1530-1545 BREAK

1545-1615 THE NEW COMMERCE DEPARTMENT BUREAU OF FIELD
OPERATIONS: ITS INTERFACE WITH THE BUREAU OF EXPORT DE-
VELOPMENT AND WITH THE U.S. FOREIGN SERVICE

J. RAYMOND DEPAULO, DEPUTY ASSISTANT SECRETARY FOR FIELD
OPERATIONS, U.S. DEPARTMENT OF COMMERCE
-RAPPORTEUR: EDWARD T. KELSCH

1615-1645 QUESTIONS AND ANSWERS

1645-1730 PANEL DISCUSSION BY AMCHAM MEMBERS ON THE
RELATIONSHIP OF U.S. BUSINESS AND THE U.S. GOVERNMENT
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ABROAD-PANEL MEMBERS
-RAPPORTEUR DALE V. SLAGHT

1730-1800 QUESTIONS AND ANSWERS

FRIDAY, NOVEMBER 4, 1977

CO-CHAIRMAN, RICHARD GARNITZ

0825-0830 CO-CHAIRMAN CALLS CONFERENCE TO ORDER
-ADMINISTRATIVE ANNOUNCEMENTS

0830-0930 REVIEW OF PROGRAMS AND INITIATIVES OF THE OFFICE
OF INTERNATIONAL MARKETING - RICHARD GARNITZ
-RAPPORTEUR: ROBERT G. RICHMOND

0930-1100 WORKSHOPS ON PROGRAMS OF THE OFFICE OF INTERNA-
TIONAL MARKETING:

WORKSHOP A ON TRADE PROMOTION EVENT PROGRAMS: DISCUSSION
LEADER - DIRCK TELLER
-RAPPORTEUR RALPH D. GRIFFIN II

WORKSHOP B ON INFORMATION AND LIAISON PROGRAMS: DISCUSSION
LEADER - JOHN G. PANOS
-RAPPORTEUR: JOHN M. GARNER

1100-1115 BREAK

1115-1245 REPORTS OF THE WORKSHOPS AND FULL GROUP DISCUSSION
-RAPPORTEUR: M. GORDON JONES

1245-1415 LUNCH

1415-1545 PANEL OF THE WHOLE NO. 1: ROLE OF THE COUNTRY

COMMERCIAL PROGRAM OR COMMERCIAL ACTION PROGRAM IN RESOURCE
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MANAGEMENT

DISCUSSION LEADERS: STEPHEN R. GIBSON AND JACK M. SMITH

-RAPPORTEUR: PETER E. JONES

1545-1600 BREAK

1600-1700 PANEL OF THE WHOLE NO. 2: CONDUCT AND MANAGEMENT
OF MARKET RESEARCH AT POST

DISCUSSION LEADERS: MARGARET T. KROMHAUT AND HENDRICK VAN
DENBERG

-RAPPORTEUR: LAWRENCE N. BENEDICT

1700-1800 PANEL OF THE WHOLE NO. 3: PROGRAMS AND PROBLEMS
AFFECTING SMALL POSTS AND CONSTITUENT POSTS

DISCUSSION LEADERS: JAMES P. BELL, JR. AND THOMAS H. CARTER

-RAPPORTEUR: ISHMAEL LARA

SATURDAY, NOVEMBER 5, 1977

CO-CHAIRMAN, ALBERT L. ZUCCA

0825-0830 CO-CHAIRMAN CALLS CONFERENCE TO ORDER

-ADMINISTRATIVE ANNOUNCEMENTS

0830-0930 PANEL OF THE WHOLE NO. 4: (A) DEVELOPING TRADE
AND OTHER CONTACTS IN THE MARKETPLACE; (B) GENERAL MANAGE-
MENT OF THE COMMERCIAL SECTION

DISCUSSION LEADERS: ROBERT A. KOHN AND RICHARD B. OWEN

-RAPPORTEUR: FRED EXTON

0930-0950 THE POTENTIAL USE OF REIMBURSABLE DEVELOPMENT
PROGRAMS IN LATIN AMERICA

NICHOLAS E. HOLLIS, ASSISTANT COORDINATOR FOR MARKETING

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AND PROMOTION

OFFICE OF REIMBURSABLE DEVELOPMENT PROGRAMS, AGENCY FOR
INTERNATIONAL DEVELOPMENT

-RAPPORTEUR: CLARK JOEL

0950-1000 QUESTIONS AND ANSWERS

1000-1015 BREAK

1015-1045 CAREER MANAGEMENT

BETTY NEUHART, DIRECTOR, COMMERCIAL REPRESENTATION DIVISION,
BUREAU OF INTERNATIONAL COMMERCE, U.S. DEPARTMENT OF COM-

MERCE

-RAPPORTEUR: WILLIAM SKOK

1045-1115 QUESTIONS AND ANSWERS

1115-1230 DISCUSSION OF TOPICS NOT PREVIOUSLY COVERED

-RAPPORTEUR: VICKY F. EICHER

1230-1300 OFFICIAL CONFERENCE

ADJOURNMENT - ALBERT L. ZUCCA AND RICHARD GARNITZ

1300-1400 LUNCH

1430--OPTIONAL SUB-AREA MEETINGS (TIME AND PLACE OF
INDIVIDUAL MEETINGS TO BE ANNOUNCED AT THE CONFERENCE)

2. THE RESPONSIBILITIES OF THE RAPPORTEURS LISTED ABOVE
INCLUDE THE FOLLOWING:

(A) TO MAINTAIN DETAILED NOTES OF THE SESSION TO WHICH
THEY ARE ASSIGNED;

(B) WHERE NECESSARY, TO CLARIFY WITH THE PANEL OR WORKSHOP
DISCUSSION LEADERS OR PARTICIPANTS THOSE ITEMS WHICH ARE
NOT SUFFICIENTLY CLEAR IN THE DISCUSSION NOTES;
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(C) TO PREPARE, IN COLLABORATION WITH PANEL OR WORKSHOP
DISCUSSION LEADERS, A REPORT SUMMARIZING THE DISCUSSION

WITH PARTICULAR REGARD TO HIGHLIGHTING;

(1) PROBLEMS AND POTENTIAL SOLUTIONS SURFACED BY THE
DISCUSSION;

(2) SIGNIFICANT DISAGREEMENTS:

(3) ACTION THAT SHOULD BE UNDERTAKEN BY COMMERCE, STATE OR
THE FOREIGN SERVICE POSTS, IDENTIFYING WHERE POSSIBLE, THE
RESPONSIBLE OFFICES WHICH SHOULD TAKE THE ACTION; AND

(4) TO DELIVER THE FINISHED REPORT TO THE CONFERENCE STAFF
FOR TYPING WITHIN 24 HOURS OF THE SESSION. VANCE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 22-Sep-1999 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 27-Oct-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
Disposition Reason:
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Enclosure: n/a
Executive Order: N/A
Errors: n/a
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Office: ORIGIN EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 7
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
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Review Event:
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Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
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SAS ID: 755082
Secure: OPEN
Status: NATIVE
Subject: LATIN AMERICA COMMERCIAL OFFICERS CONFERENCE: (1)
TAGS: BEXP
To: ASUNCION BOGOTA MULTIPLE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/999fc924-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009